



## Narrative

Great Lakes is group of companies started by Bryan Marks when a market was identified. This market was the collection and use of methane gas from landfills. Today each company serves as a catalyst for the others in some way.

First, Great Lakes Fusion (GLF) was established in 1998 and principally serves the landfill, construction, and excavating industries. With over 55 employees at above average wage for the area, GLF is successful and growing.

Secondly, Great Lakes Ready Mix (GLRM) is the newest addition to the family. Established in September of 2015, GLRM was a perfect fit with excavation equipment and support personnel already in place. In less than a year the GLRM has grown to 12 employees, 10 mix trucks, and a client base that covers eight counties.

Lastly, Great Lakes Fabrication & Machining (GLFM) with 4 employees and capacity to grow is a solid bet. Currently supporting the other sister companies and has an established client base, GLFM is successful as it sits today.

In 2014, after an environmental assessment was done, this location became the home for the Great Lakes family of companies. For many years this site was home to a concrete pipe manufacturer. All rejected pipe due to defects was distributed over 40 acres. Today this scrap still remains and hinders the future development of a very desirable industrial parcel of land. With easy access to I-69 and a Mid-Michigan location there has been much interest from manufacturers. (Currently two other tenants lease space in our facility).



## Scope - FAQ

- What makes concrete pipe different than normal concrete?
  - Pipe is reinforced with high tensile woven wire, not rebar. Rebar breaks easily when crushing, high tensile woven wire tangles and tears up the equipment causing frequent down time for clean outs and repairs.
  - We have had two contract crushers onsite since the acquisition, both have left due to the issues previously mentioned.
- How much is there?
  - This is a tough question, above ground we have scaled approximately 200,000 tons.
  - Example: Each 12" x 8' pipe = 912#s. Each 24" x 8' = 2448#s. When we started there were over 70,000 - 12" and 40,000 - 24".
  - This does not take into account what has been buried. When looking at elevations, we can assume a very large quantity is buried. This may, or may not, be necessary to remove depending on development requirements. This will only add to the costs, if necessary.
- Prospects for the future?
  - Since the purchase of the property we have been approached by a number of prospects for development. Any and all require the clearing of pipe before anything can happen.
  - Further industrial development is coming together in our area and the need for developed property is very evident!







